

# **Linda A. Mottle M.S.M., R.N.**

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**Home:** ----- **Cell:** ----- **E-Mail:** -----

## **Professional Summary**

Successful administrative manager at affecting positive change across health care organizational lines in research and clinical operations and specialized program development. Diversified experience in research and clinical operations, health planning, regulatory affairs, strategic planning, grants administration, generating revenues, marketing, stakeholder education and customer service.

## **Recognized strengths**

Program Development & Implementation  
Nursing & Research Operations  
Marketing/Contracting  
Turn-Around Management  
Activator & Motivator

Data Analysis  
Policy/Reimbursement Analysis  
Fiscal Accountability  
Team Building/Facilitator  
Achiever & Maximizer

## **Selected Achievements**

Initiated and developed new Clinical Research Coordinator Certification Program for GateWay Community College, only the second clinical research certification program at a community college in US. Wrote AZ state Prop 301 development grant, curriculum and marketing plan development and implementation. Established Advisory Board for program from Phoenix metro research representatives. Program began 2/03 with full enrollment and continues to expand course offerings and enrollment.

Directed development and implementation of new hospital Research Dept. that achieved positive revenue and quadrupled studies within two years through grants and contracted sponsored clinical trials. Orchestrated new research protocols for PI initiated clinical trials, research & demonstration projects, nursing research, and health service studies. Established regulatory compliance structure for IRB approvals, billing, auditing, study tracking databases, grants management and inter-departmental and inter-facility coordination. Created interdisciplinary Research Advisory Council, operating procedures, departmental and study budgets, contracts, strategic and marketing plans, quality assurance measures, and educational workshops for research personnel.

Managed and implemented newly created corporate Telemedicine research unit at 2B annual revenue urban academic medical IDS anchored by MGH and Brigham & Women's Hospital. Developed clinical trial protocols and budgets for advanced computer and telecommunication applications for remote home health clinical monitoring and digital imaging. Coordinated and edited federal grants, IRB submissions, regulatory compliance, 510K applications, study time-lines, data collection and evaluation tools, contracted vendors for prototype equipment development and system integration and managed research personnel.

Took turn-around leadership role of community hospital based Home Health/Hospice agency with operating losses to generating highest departmental revenue within eighteen months. Re-designed internal operations, business and marketing plans utilizing computerization that resulted in service volume and staff tripling, one-third reduction in operating costs and superior program accreditation. Established successful fund-raisers, grants/proposals for new Hospice and indigent care services. Served on State Home Health Advisory Board, Area Agency on Aging board and local social service agency councils.

Consultant, co-writer and analyst for state legislation and financing of research & demonstration projects including; establishing elderly Social HMO services, enhancing statewide rural emergency and ambulatory care, and designing preventive outpatient Indian Pueblo Mental Health and Alcohol treatment programs. State nursing association registered lobbyist. Chair for state wide task force for establishing minimum acute care nursing staffing matrix design. Independent nursing consultant for ambulatory surgery center, Home Health and sub-acute care companies focusing on CQI, regulatory compliance, and operations management.

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Speaker, event planner, and instructor for numerous national, state, local, facility and college seminars, workshops, and clinical nursing courses. Topics ranged from critical care, telemedicine, grant development, health care marketing, legislative process, health planning methods, to HIPAA & Research and Good Clinical Research Practice guidelines.

Developed and managed large proprietary Home Health Agency's marketing and development of specialty programs. Successfully negotiated and implemented fee for service and capitated large volume contracts with hospitals, HMOs, PPOs, and IPAs resulting in a market share increase from fifteenth to third largest agency in urban county within two years. Developed multi-site customized computerized data, billing and tracking system, specialty services, standard operating procedures, departmental budgets, CQI systems and clinical provider educational and orientation modules. Governor's community health provider appointee for State Medi-Cal HMO Contracting Advisory Council.

Analyst and consultant with state and federal health planning bodies for CON proposals, community health development initiatives and health education services. Re-designed econometrics retail gravitational model using SPSS for health facility service area delineation, resulting in new state formulas for county tax revenue distributions, identification of rural health service capabilities and ideal facility development planning model. Model adopted in six rural states for health planning agencies.

### **Position Highlights**

Adjunct Faculty, GateWay Community College, Maricopa County, Phoenix, AZ Program Coordinator- Clinical Research Coordinator Certification Program	7/02- present
RN Case Manager, Banner Home Care, Banner Health System, Glendale, AZ	10/02- 1/04
Director of Research, Banner Health System, dba TSMC, Glendale, AZ	11/99- 1/02
Cardio-Thoracic Surgery ICU Staff Nurse, BHS, dba TSMC, Glendale, AZ	4/98-11/99
Corporate Manager, Telemedicine Research, Partners Health Care System, Inc. (MGH & Brigham & Women's Hospital) Boston, MA.	9/96-9/97
Cardiothoracic Surgery ICU/Cardiac Float Team, RN, Mass. Gen. Hosp., Boston, MA	8/92-9/96
ICCU Trauma Certified RN, Sacred Heart Med. Center, Eugene, OR	1989-6/92
Director Home Health & Hospice, Mercy Med. Center, Roseburg, OR	1986-1988
Director, Research & Development, Nat. Med. Enterprise, dba San Diego Home Patient Care, San Diego, CA.	1984-1986
Associate Regional Planner, New Mexico Health Systems Agency, Albuquerque, NM	1977-1980

### **Education**

MS in Management for Health Service, Lesley U., Cambridge, MA.  
Scholarships, summa cum laude. Emphasis in Health Information Systems  
B.S. Health Planning & Admin., U. of New Mexico, Albuquerque, N.M.  
Scholarships, magna cum laude.  
A.S. Nursing, Springfield Technical Community College, Springfield, MA;  
Scholarships, magna cum laude, Secretary of Honor Society.

